

MASTERCLASS
BILLS OF LADING

São Paulo
24-25 May 2027

CAR COSTA & ROCHA
ADVOGADOS
In cooperation with **HFW**



THE CHAMBER OF
CONCILIATION,
MEDIATION AND
ARBITRATION
CIESP FIESP


KINCAID
MENDES VIANNA
ADVOGADOS

HFW



DAY 1

09:00-09:30	Introduction to the documentary work of BIMCO: ■ Who drafts BIMCO standard contracts and clauses and how? ■ The importance of industry consultations and explanatory notes ■ What are we working on at the moment?
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09:30-10:30	Overview of bills of lading: ■ The relationship between the contract of sale, the letter of credit, the charter party, the bill of lading and the insurance certificate ■ How the sale contract influences and affects the carriage contracts ■ The major functions of the bill of lading. ■ Comparison with Brazilian law. ■ eBLs under Brazilian law.
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10:30-11:00 *Break*

The bill of lading as a receipt

11:00-12:00	The bill of lading as a receipt: ■ Quantity/weight ■ Apparent order and condition ■ Date ■ Mate's receipts ■ Clean bills and claused bills ■ The evidential effect of the bill ■ "Weight unknown" clauses.
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The bill of lading as a contract of carriage

12:00-12:30	Who is the legal carrier under the bill of lading: ■ Owners' and charterers' bills ■ The merits of each type.
12:30-13:30	<i>Lunch</i>
13:30-14:30	The bill of lading as a contract of carriage: ■ The nature of the contract ■ Types of bills of lading ■ Incorporation clauses ■ Which is the governing contract - the charter or the bill?
14:30-15:30	The importance of international regulation: ■ The impact of the Hague, Hague-Visby and Hamburg Rules ■ The duties and rights of the carrier ■ Package limitations ■ Time limits ■ The importance of Paramount Clauses ■ The impact of the Rotterdam Rules.
15:30-16:00	<i>Break</i>
16:00-17:00	Case study 1



DAY 2

09:00-10:00	The protection of third parties: ■ Claims in tort ■ Himalaya clauses ■ Circular indemnity clauses ■ Bailment on terms.
10:00-10:30	<i>Break</i>
10:30-11:30	The problems caused by negotiating bills of lading: ■ Who has the right to sue the carrier? ■ Who is liable to the carrier for damage to the ship? ■ Order bills, straight bills, seaway bills.
11:30-12:30	The bill of lading as a document of title: ■ The rule as to delivery of cargo ■ The danger of mis-delivery ■ Delays to the ship ■ Letters of Indemnity ■ Alternative documents.
12:30-13:30	<i>Lunch</i>

13:30-14:15	Switch bills of lading
14:15-15:15	Letters of Indemnity: ■ When used? ■ When enforceable? ■ P&I position ■ Practical guidelines.
15:15-15:45	<i>Break</i>
15:45-17:00	Case study 2

**Christopher Garley**

Chris is a Partner in HFW's Shipping team in London, focusing on shipping and international trade disputes in court, arbitration and mediation. He represents owners, charterers, managers and their insurers based internationally, while maintaining a particular interest in German and South American markets.

Chris' primary expertise is on contractual disputes, advising in the aftermath of shipping incidents. In that context, he has acted for Owners and Charterers advising in respect of charterparties, bills of lading, cargo claims, as well as commodities/trade disputes and vessel performance claims, including those arising from prototype "design and build" contracts.

Chris continues to advise on all aspects of the charterparty lifecycle, from advisory work at the initial fixture stage, through to speed and performance claims, sales contracts, bill of lading disputes, letters of indemnity, off-spec cargo claims and redelivery disputes.

In 2025, Chris represented the Owners of the MSC FLAMINIA in the UK Supreme Court – a decision which brought much needed clarification to the application of the Convention on Limitation of Liability for Maritime Claims.

**Paulo Campos Fernandes**

Paulo Campos Fernandes is a senior consultant lawyer at law offices Kincaid | Mendes Vianna Advogados and a senior naval architect.

He has over 30 years experience in the shipping industry, including operations, and the trading and logistics of crude oil, refined products, and natural gas.

As a consultant lawyer, he advises clients across a wide range of industries on shipping and trading contracts, as well as regulatory matters.

He is a professor at the Maritime Law Program at Fundação Getúlio Vargas (FGV / RJ).

Mr. Fernandes is the author of the following books:

- Charter Parties Under English and Brazilian Law;
- Liabilities in Shipping;
- Container Sea Carriage Agreements: Fundamentals and Comments.



Lilian Elizabeth Menezes Bertolani

Lilian Elizabeth Menezes Bertolani is a lawyer, holds a master's degree in International Economic Relations Law, and is a specialist in Administrative Law from the Pontifical Catholic University of São Paulo. She is Secretary-General of the Chamber of Conciliation, Mediation and Arbitration CIESP/FIESP and of the National Council of Mediation and Arbitration Institutions (CONIMA).



Carolina Franca

Carolina is a dual qualified Brazilian lawyer and barrister-at-law in England and Wales with a broad international experience. As a maritime law practitioner, she advises clients in Common Law – Civil legal systems conflict, notably the English legal system. Carolina Franca specialises in various consultative matters by dealing with marine and cargo claims, oil pollution, P&I, ports & terminals and regulatory matters. She has also been widely involved in emergency response to complex accidents (eg on board explosions, collisions, oil spill and ship grounding), working closely with maritime authorities and other regulatory bodies. Carolina Franca is also a member of Wista Brazil, Ibero American Institute of Maritime Law and the Brazilian Association of Maritime Law.



Lucas Leite Marques

Mr. Lucas Leite Marques is partner of law offices Kincaid | Mendes Vianna Advogados, a traditional Brazilian law firm established in Rio de Janeiro in 1932. He joined Kincaid in 2004 and became a partner in 2014. Mr. Marques has over 10 years of experience in Maritime, Insurance and International Law, with emphasis on litigation and arbitration. Mr. Marques has received recognition by international publications such as Who's Who as Leading Lawyer.



Christian Hoppe

Christian is BIMCO's Head of Training. He is a lawyer and graduated from the University of Copenhagen with a Master's degree in 2001 and an LL.M. with Distinction from the University of Southampton in 2004. He worked at the Danish Maritime Authority from 2001 until joining the European Commission's Directorate-General for Maritime Transport and Energy in 2005. Christian has been with BIMCO since 2009, being the General Counsel from 2016 to 2025, representing the association at various international meetings and managing a number of contracts and clauses related projects. Christian was seconded to Danish law firm Gorrissen Federspiel from 2017 to 2018 and was admitted to the Danish Bar in February 2019 (practice certificate deposited). From 2022 to 2023, he worked out of BIMCO's Singapore office whilst being part-time seconded to BW Group.



Thomas Damsgaard

Thomas Damsgaard is BIMCO's Head of Americas. He started an exciting shipping career in 1990 and has earned his stripes in a succession of increasingly challenging roles within senior management and leadership for maritime market leaders. He has led several maritime start-ups and turnarounds and acted as an external advisor on leadership, strategy and optimisation to global maritime, logistics and PE organisations.

Thomas has served on professional boards within shipping and logistics. An active member of the Houston maritime community, he fills leading roles including for the Houston Maritime Arbitrators Association, the Advisory Board at the University of Houston; he co-founded the Danish American Chamber of Commerce and a not for profit maritime scholarship fundraiser. Thomas holds an MBA in Shipping & Logistics (Blue MBA) from Copenhagen Business School.

Where will the course be held?

CIESP/FIESP Headquarters building
Paulista Avenue, 1313, 8th floor
SP - ZIP Code 01311-923
Sao Paulo, Brazil



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For more information, please contact:

Address: Bagsvaerdvej 161, DK-2880 Bagsvaerd, Denmark

Phone: +45 4436 6832

Email: training@bimco.org

Web: www.bimco.org/training

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